



Grant County Fairgrounds  
3953 Airway Dr NE  
Moses Lake WA 98837-1029  
(509) 765-3581

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5/17/2023

#### Proposed rate increases for 2024 – Consent Item

Based on our discussion yesterday I have gone through the rates and made some proposals, highlighted in green. We can accommodate smaller equestrian events if we keep in mind the idea of a minimum stall count. In our discussion it was suggested 125 stalls/night, but it may have less of an impact to events, in the first year, if we consider 100 stalls per night. I would also suggest we only count Friday and Saturday night as events may not be fully running on Thursday night.

So, the minimum would be 100 stalls each, Friday, and Saturday night, at \$20/night per stall or \$4,000 minimum for equestrian event stall rentals. I believe this will allow smaller events to use the facility and help the fairgrounds get to nearly break even with operations.

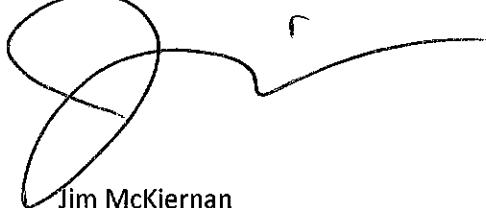
Note, for promoters who have events that typically go over 100 stalls we will average out their daily stall counts if they promote a smaller event. For instance, Sandcup uses 500 stalls for their big event, in the 250 range for their middle two events and 75 for their small event. We would average out the counts so that they are not penalized for the smaller event.

It's important to get these out to potential events for 2024 so they can plan accordingly.

Here are the other rate changes proposed and reasons:

- There are no proposed fair-related price increases for 2024.
- Building rental changes – increase the Huck Fuller hourly rental to \$100 (2-hour minimum)
- Increase the Huck Fuller Commercial Kitchen rental to \$25/hour.
- Increase the combined 4H/Commercial building rental with admission to \$1695.
- Increase the Ardell daily rental to \$895 (Note non-profits get 20% off this rate)
- Increase the Harwood daily rental to \$795.
- Increase both Pavilions' daily rental to \$1395.
- Increase the rental of the Practice arena to \$175/day.
- Decrease the price of the Rodeo arena to \$895 to promote more equestrian use.
- Increase the Ardell/Harwood rental fee for admission events to \$1595.
- Increase the stall cleaning fee to \$18 to cover our costs.
- Increase the stall overnight fee with camping to \$38 to cover our cleaning costs.
- Increase the Youth equestrian event hourly rate to \$30 per hour for all pavilions and the Rodeo arena.
- Increase the daily rate for youth events to \$350 for all pavilions and the rodeo arena.
- Increase youth stall cleaning fees to \$18 (It is very rare we must charge this as youth clean their own stalls.
- Increase the CBBRC and WBRA rate to \$300 for a four-hour rental.
- Increase the CBBRC and WBRA rate to \$675/day.
- Add Grange and Grant County Junior Equine to the 4H/FFA Free youth rate when facilities are available.

Please approve the above rates for 2024. I will then develop a letter to go out to all promoters which you can review if you feel it is necessary. I feel this is the best approach to the issues presented yesterday.

A handwritten signature in black ink, consisting of a large, stylized loop followed by a horizontal stroke and a small upward tick.

Jim McKiernan  
Director, Grant County Fairgrounds



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DRAFT  
LETTER TO  
CUSTOMERS

5/26/2023

## Fairground events and rates for 2024

Because of the sheer volume of events that want to book for 2024 I have asked the Board of County Commissioners to approve our rates early so you are aware of some changes.

It's been an interesting four years as we have made significant investment and improvements to the facility. Many of you have noticed the increased stall count, stall mats, new lighting, new PA systems, water, and power to stalls, better ground, better equipment, new bathrooms, new rental equipment and a staff that is second to none in terms of customer service. I am very thankful for our direction, the staff and the direction we are going and hope you are as well.

Our other concern is inflation and the fact that everything is going up. Our cleaning costs have risen dramatically for both buildings and stalls. Supply costs have risen for items such as shavings, cleaning supplies, ag wash, fuel, building materials, etc. Everything associated with maintenance and operations has gone up, in addition to the cost of the improvements we continue to make.

With that said we have had to make some adjustments to our rates and want to provide them as early as possible, for you, so you can plan accordingly. Obviously raising rates isn't desirable but we are working hard to get close to break even. For example, on the operation side, in 2023, we are projected to lose \$56,000 and on the maintenance side \$250,000. This is the closest the facility has ever come to breaking even. The improvements are paying off in terms of more events wanting to use the facility.

We increased rental rates slightly for event buildings as well as equestrian facilities. We reduced the rate of the Rodeo arena rental in hopes that some events may consider using it in the future. It is being worked weekly and we have rock picked and sanded it to make it first class. It's also huge at 51,000 square feet.

The biggest change is the cost of stalls for smaller events. For 2024 we are going to set a minimum stall count for Friday and Saturday nights of equestrian events at 100 stalls. The rates stayed the same but an event with less than 100 horses stalling, (Not including tack stalls) will be charged a minimum of \$2,000 per night for both Friday and Saturday. If you are a promoter that has higher stall counts for some events but falls below 100 for an event, we will average the counts. In other words, if your event does 500 stalls one weekend each night and 80 on another weekend each night, you will not have to pay the minimum. We have very few open equestrian weekends next year if most events return. With 446 stalls available and 456 campsites we can easily host three 150 horse events on a weekend assuming one of the events utilizes the Rodeo arena.

Another change is the cost of stall cleaning. We need to raise it to \$18 from \$15 this year. Our costs have increased more than 30% to clean stalls. We feel a 20% increase is necessary to continue to cover our costs. It's also likely, in 2024, we will have to pay to have the shavings removed after each event. We have been lucky, up to this point, that a local farmer uses them to grow Blueberries. But the farms transportation costs are getting to the point where its not economically feasible to take them for free.

We appreciate each event as we grapple with growing pains. I hope you feel that our customer service is stellar and that the staff works hard to make sure your event is successful. We encourage feedback because that is how we improve, and it has driven many of the improvements we have made. Our office will send you a link to a survey after each event.

Please feel free to reach out to me if you have any questions or want to discuss future improvements.

A handwritten signature in black ink, appearing to read 'Jim McKiernan', with a large, stylized loop at the beginning and a long, sweeping underline.

Jim McKiernan, Director

Grant County Fair and Fairgrounds – The Premier Equestrian Facility in the State

2023 Grant County Fair – Sew it, Grow it, Show it!

509-237-2672 Cell

[jcmckiernan@grantcountywa.gov](mailto:jcmckiernan@grantcountywa.gov)



# Grant County Fair and Fairground Rates

		Proposed		2022 Rate Notes
Fair Rates		2023 Rates	2024 Rates	
<b>Admission(Tuesday is FREE)</b>				
<i>General</i>				
Adults (18+)		\$10.00	\$10.00	
Youth (8 thru 17)		\$6.00	\$6.00	
Child (7 & Under)		Free	Free	
Senior (62+)		\$6.00	\$6.00	
Hometown Heroes w/ID(Active Duty Military, Police & Fire)		\$5.00	\$5.00	
Senior Day (Wednesday Only) (62+)		\$5.00	\$5.00	
Family Package # 1 (2 Adult/3 Youth)		\$23.00	\$23.00	
Family Package # 2 (2 Adult/2 Youth)		\$20.00	\$20.00	
<b>Season Pass (Wednesday-Saturday)(Tuesday is Free)</b>				
<i>General</i>				
Adults (18+)		\$21.00	\$21.00	
Youth (8 thru 17), Senior (62+), Hometown Heroes(w/ID)		\$14.00	\$14.00	
<b>Exhibitor</b>				
Adults Exhibitor (18+)		\$11.00	\$11.00	
Youth Exhibitor (7 thru 17)		\$6.00	\$6.00	
<b>Special</b>				
Volunteer(Attested to by Supers/Office)(Min 4 hours Volunteering)		\$5.00	\$5.00	
Vendor(Additional)		\$10.00	\$10.00	Week long pass
Vendor day pass			\$3.00	New in 2023

<b>Bedding Fees(Includes Tax) Open(per Animal)</b>			
Horse	\$10.00	\$10.00	
Beef	\$10.00	\$10.00	
Swine/Sheep/Goats	\$10.00	\$10.00	
Rabbit/Poultry	\$5.00	\$5.00	
<b>4-H/FFA(per Animal)</b>			
Horse	\$10.00	\$10.00	
Beef	\$10.00	\$10.00	
Swine/Sheep/Goats	\$10.00	\$10.00	
Rabbit/Poultry	\$5.00	\$5.00	

<b>Parking</b>			
Non-reserved Outside Parking	Free	Free	
Reserved Inside Parking	\$85.00	\$85.00	Always fills up
Reserved Inside VIP Parking	\$135.00	\$135.00	20 spots

<b>Camping</b>			
<b>Pre-Registration (Returning Campers Only)</b>			
Pavilion Campground(Water, Electric, Sewer)	\$200.00	\$200.00	Limit to 35 feet
North Campground(Water & Electric)	\$165.00	\$165.00	Limit to 30 feet
East Campground(Water & Electric)	\$165.00	\$165.00	
<b>General Camping</b>			
Pavilion Campground(Water, Electric, Sewer)	\$225.00	\$225.00	Limit to 35 feet
North Campground(Water & Electric)	\$185.00	\$185.00	Limit to 30 feet
East Campground(Water & Electric)	\$185.00	\$185.00	
Tent(Designated Areas)(NO PASSES INCLUDED)	XXXXXX	XXXXXX	Eliminated in 2023

New rule for 2023, if spot goes unused it is lost for grandfathering

<b>Commercial Vendors(5 Entrance Passes Included per Vendor)</b>			
<b>Indoor Vendors(Includes 1 table and 2 chairs per 10x10)</b>			
10x10 in-line Booth	\$300.00	\$300.00	
10x10 Corner Booth	\$450.00	\$450.00	
<b>Outdoor Vendor(No Tables and Chairs Incl.)</b>			
10x10 Booth Space	\$250.00	\$250.00	
Each Additional 10ft Frontage(After First 10ft)	\$200.00	\$200.00	
<b>Misc Vendor Items</b>			
Vendor Camping(Space Limited)	\$65.00	\$65.00	
Vendor Parking(Space Limited)	\$75.00	\$75.00	
Rectangular Table	\$10.00	\$10.00	
Chairs	\$2.00	\$2.00	
Electrical and Garbage Fee	\$30.00	\$30.00	
Vendor Trailer Parking	\$75.00	\$75.00	

<b>Food Concessionaires (# Entrance Passes Included TBD)</b>			
Minimum Fee All Concessionaires (Due at Contracting)	\$500.00	\$500.00	
<b>Commission</b>			
Profit Food Vendor(% of Gross)	20.0%	20.0%	
Non-Profit Status Food Vendor(% of Gross)	15.0%	15.0%	
Electrical and Garbage Fee	\$65.00	\$65.00	
Ice Fee	N/A		We are not doing ice this year, contracted out

<b>Carnival (Rates set by Carnival Company each year)</b>			
Winter Pre-sale	\$ 34.00	TBD	Rates established by Davis Shows
Spring Pre-sale	\$ 36.00	TBD	Rates established by Davis Shows
On-site	\$ 38.00	TBD	Rates established by Davis Shows



Fairgrounds rental rates - Non-profit groups receive discount of 20% on building rates except partial day rentals				
Buildings and areas				
Moses Lake Roundup rodeogrounds rental		\$5,000.00	\$5,000.00	Contract rate through 2023
Huck Fuller building / day		\$750.00	\$750.00	Includes cleaning fee
Huck Fuller building hourly rental - 2 hour minimum		\$85	\$100	
Ag Building/Day		\$625	\$625	New rental rate based on improvements
Commercial Building - Kitchen Included / day		\$1,150.00	\$1,150.00	New bathrooms available
Extra kitchen if available		\$150.00	\$150.00	All Day - 8 hours
Commissary kitchen rental		\$20/hour	\$25/hour	
4-H building - Kitchen Included / day		\$975.00	\$975.00	Includes cleaning fee
Combined Building Rental Per Day (4H, Commercial, Ag)		\$ 2,500.00	\$2,500	
4-H/Commercial rental with admission		\$1,500.00	\$1,695.00	New bathrooms available
Exhibit Buildings /day		\$250.00	\$250.00	
Republican/Democrat building / 4 hours		\$75.00	\$75.00	
New ECC Meeting room per hour		\$35.00	\$35.00	
Ardell Pavilion / day		\$825.00	\$895.00	Includes Bathroom cleaning fee
Harwood Pavilion / day		\$725.00	\$795.00	Includes Bathroom cleaning fee
Both Indoor Pavilions / day		\$1,350.00	\$1,395.00	Includes Bathroom cleaning fee
Outdoor Practice arena rental / day		\$150.00	\$175.00	Only when no events
Center field outdoor pavillion / day		\$425.00	\$425.00	Will provide access to bathroom #2
South Field / Day - includes southfield camping		\$425.00	\$425.00	Will provide access to bathroom #3
Any Parking lot rental		\$375.00	\$375.00	
Rodeo Arena / day		\$1,200.00	\$895.00	To promote more equestrian events to use
Rodeo Arena / day with admission		\$1,500.00	\$1,500.00	Does not include cleaning fee
Rodeo arena cleaning fee		\$500.00	\$500.00	Includes grandstands and bathroom
Ardell/Harwood 4-Hour rental		\$400.00	\$400.00	
Ardell/Harwood rental per hour past 4 hours		\$115.00	\$115.00	
Ardell/Harwood rental with admission		\$1,350.00	\$1,595.00	Includes Restroom Cleaning
Camping				
Camping - Dry / night		\$25.00	\$25.00	Includes taxes and fees
Camping - Partial hookups / night		\$35.00	\$35.00	Includes taxes and fees
Camping - Full hookups / night		\$40.00	\$40.00	Includes taxes and fees



<b>Equipment</b>			
Tables - 8' Rectangle	\$10.00	\$10.00	
Tables - 5' Round	\$10.00	\$10.00	
Chairs - White resin wedding chair	\$3.00	\$3.00	
Chairs - Black stacking	\$2.00	\$2.00	
Chairs - Folding	\$1.00	\$1.00	
Stage per section 8' x 4'	\$15.00	\$15.00	
Portable PA	\$75.00	\$75.00	
Adding pole and drape for stage	\$75.00	\$75.00	
KD Canopy/Daily	\$150.00	\$150.00	
Movie screen/Daily	\$150.00	\$150.00	Depends on weather for usage

<b>Security</b>			
Security - \$55 per guard per hour based on attendance	\$55.00	\$55.00	Rates subject to change
Sheriff with car	\$90.00	\$90.00	Per hour

<b>Miscellaneous Fees</b>			
Stall rental per day	\$20.00	\$20.00	Kept the same but implemented minimum charge for smaller events
Tack stall fee	\$12.00	\$12.00	
Stall Cleaning fee	\$15.00	\$18.00	Our Farm Labor costs are increasing
Dirt fee/Day (If other stalls are brought in)	\$3.00	\$3.00	
Temporary stall fee/Day	\$8.00	\$8.00	
Cattle Pen Rental/Day	\$8.00	\$8.00	
Stall Fee overnight/camping with cleaning	\$35.00	\$38.00	Incorporates new stall cleaning rate
Shavings per bale	\$7.25	\$7.25	
Labor per hour no-equipment	\$75.00	\$75.00	
Labor per hour with equipment	\$100.00	\$100.00	
Reservation fee	\$350.00	\$350.00	
Damage Deposit	\$750.00	\$750.00	
Daily Venue Rental for Set Up time (daily)	\$200.00	\$200.00	charged for all days except day of event
Daily Combined Venue Rental (4H, Ag, Commercial) Set up day fee	\$ 350.00	\$350.00	charged for all days except day of event
After Hours Set Up time (hourly)	\$50.00	\$50.00	per hour with two hour minimum
Table and chair set up fee (hourly)	\$75.00	\$75.00	per hour with two hour minimum (2 fairgrounds staff members)

## Special Rates approved by BOCC

Boys and Girls Club Youth Interaction Educational Daycare		\$500	\$500	Per Day Approved November 2020
For Events grossing \$15k or more to the Fairgrounds				Approved July 2019
Stall Rate		\$ 18.00	\$ 18.00	
Camping		\$ 30.00	\$ 30.00	Plus 20% discount
For Events grossing \$25k or more to the Fairgrounds				Approved Sept 2020
Stall Rate		\$ 16.00	\$ 16.00	
Temporary Stall Rate (Basically dirt rental)		\$ 3.00	\$ 3.00	
Camping		\$ 30.00	\$ 30.00	Plus 20% discount
Dry Camping rate		\$ 20.00	\$ 20.00	One time charge, not per day
County agency rate		\$ 100.00	\$ 100.00	Approved October 2019
All other government agencies		\$ 250.00	\$ 250.00	Approved October 2019
Youth Equestrian Events				Approved December 2019
Harwood, Ardell, Rodeo Rental - Hourly		\$ 25.00	\$ 30.00	Or \$350/day, added Rodeo arena
Stall Fees - 4H and FFA		\$ 15.00	\$ 18.00	Only cleaning fee if not cleaned
Damage deposit and reservation fees waived				
CBBRC and WBRA Rates				
4 hour rental		\$ 275.00	\$ 300.00	
Day rental Ardell		\$ 650.00	\$ 675.00	
4H, FFA, Grange and Grant County Junior Equine youth rate		Free	Free	Approved July 2020, applies to any open dates in any building
Minimum stall charge per equestrian event - 100 stalls/night			\$ 2,000.00	Multiple event averaging will apply - Fri and Sat nights only

The above minimum charge will be applied to all equestrian events. It will only apply to events that happen over Friday and Saturday nights or \$4,000. For promoters who bring in multiple events the minimum charge will be average over all of their dates.